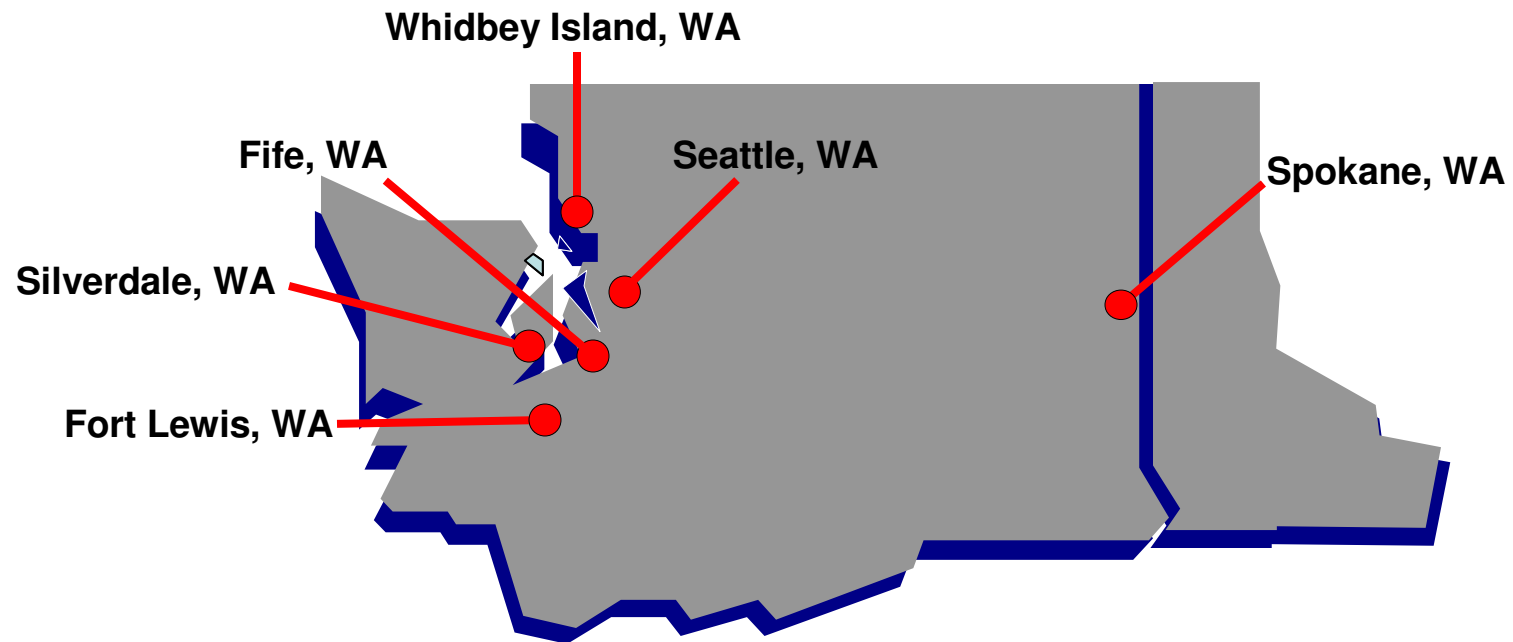


# **Centennial Contractors**

- **National provider of Job Order Contracting**
- **16 year history of Job Order Contracting performance excellence**
- **56 project sites around the nation**
- **Contracting experience in 27 states**
- **Successful partnerships with federal, state, and municipal governments, school systems, colleges and universities, housing authorities, and hospitals**
- **Completed over \$1.5 Billion in new contracts since 1991, over \$300 Million in WA state**

# Where we are in the Northwest



# Centennial's Mission

Our mission is to **exceed** our customers' **expectations** by providing **high quality**, responsive **construction** and **professional employees** and build relationships that withstand the test of time by keeping our promises and **honoring our commitments**.

Customer satisfaction is the measure of our success.

# **What JOC Is NOT for Subcontractors**

- **Not using RS Means when bidding**
- **Not sole sourced**
- **Not focused on plans and specifications**
- **Not focused on new construction**
- **Not taking work away**
- **Not for every subcontractor**

# Centennial's Commitment

Centennial Contractors does not self-perform the work  
(100% subcontracting)

Centennial recruits small businesses (*SB, WOSB, MBE, WBE, SDB, VOSB, VOSDB, Hub Zone*) **Outreach to all contractors - Target Certified Firms**

Centennial rarely requires bonding from most subcontractors

Centennial Contractors holds the bond with the owner and performs all management and supervision for the contract and individual work orders

# Centennial's Commitment

- Centennial Contractors works with the subcontractors on submittals, certified payroll, site safety documentation and invoicing requirements, and the construction schedule **Coaching**
- Centennial Contractors pays the subcontractor before receiving payment from the owner; based on approval of work completed and all requirements have been met (*average 21 day turnaround & no retainage*)

# Typical type of work

- **Classroom Renovations and Alterations**
- **Hospitals and Laboratory Renovations**
- **Civil and Site Restoration**
- **Energy & Solar Management Systems**
- **Mechanical & Electrical**
- **Stimulus will emphasize “shovel ready” projects (perfect for JOC)**

# **NW Non-Federal JOC 2006 – 2008**

## **Subcontracting Dollars Spent**

- **USPS, WA GA, UW & Lake WA School**
- **Subcontracting dollars - \$12,581,550**
- **Dollars spread over 469 small business firms**
- **All firms were local to the Contract client**



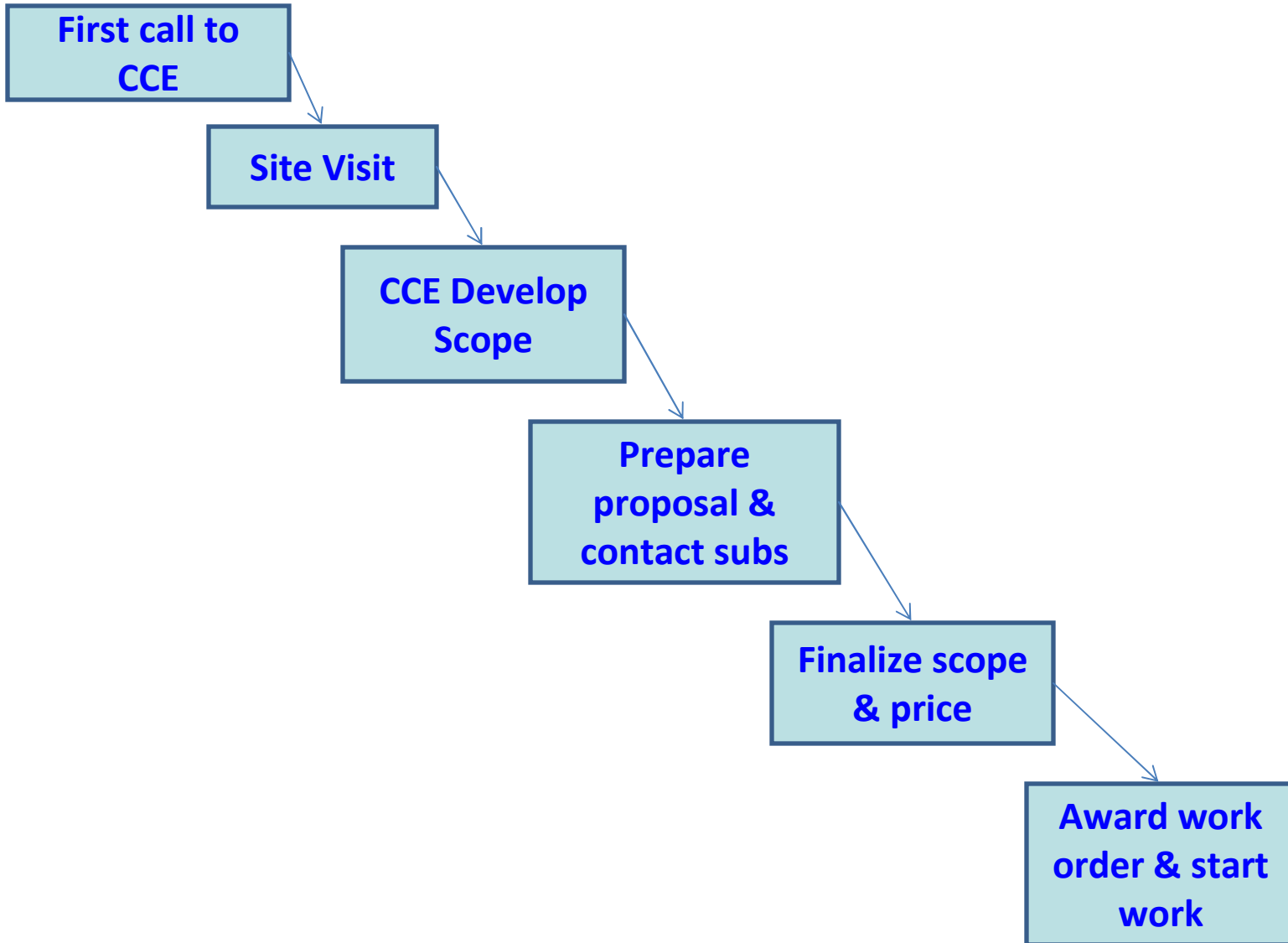
# **Percentage of work for common Work Packages**

<b>Acoustical Ceiling</b>	<b>0.24%</b>	<b>Flooring</b>	<b>2.81%</b>
<b>Glazing</b>	<b>0.31%</b>	<b>Metal Fabrication</b>	<b>2.83%</b>
<b>Clean Up</b>	<b>0.35%</b>	<b>Low Voltage</b>	<b>3.12%</b>
<b>Fire Protection</b>	<b>0.41%</b>	<b>Roofing</b>	<b>6.17%</b>
<b>Incidental Design</b>	<b>0.48%</b>	<b>Civil</b>	<b>6.45%</b>
<b>Demolition</b>	<b>0.81%</b>	<b>Abatement</b>	<b>6.80%</b>
<b>Concrete</b>	<b>1.67%</b>	<b>Mechanical</b>	<b>15.68%</b>
<b>Plumbing</b>	<b>1.85%</b>	<b>Carpentry</b>	<b>23.02%</b>
<b>Painting</b>	<b>1.97%</b>	<b>Electrical</b>	<b>25.03%</b>

# Expectations of Subs

- Attend job walk
- Review project scope, schedule, and construction specifications
- Submit bid **to** CCE (sub will receive notification of project award)
- Maintain insurance requirements before, during and up to one (1) year after project completion
- Adhere to **ALL safety** requirements before and during project
- Completion of job – with quality and on schedule

# Simplified JOC Process



# **How to Qualify**

- 1. Complete subcontractor qualification form**
  - a. CCE does credit reference check**
  - b. CCE does past performance evaluation**
- 2. Global Subcontractor Master Agreement (SMA) — company-wide blanket agreement with CCE specific contract terms and conditions**
- 3. Project Master Agreement (PMA) — project specific contract terms and conditions**
- 4. Meet insurance and safety requirements**
- 5. All documentation and requirements are complete & approved**
- 6. Receive invitation to bid**

# **Get the information from our Centennial booth**

- **Pick up forms at our booth**
  - **Complete the forms within a few weeks**
  - **Send the forms back to Centennial Contractors**
- **Give us your business card**
- **Centennial will contact you when forms are submitted**